

The ways to perform in niche markets!



PAVEMENT PRESERVATION & RECYCLING SUMMIT

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schäfer-technic: a family business (5th generation)

Activity areas:

- Surface treatments, surface-dressing
- Thin layer courses cold applied, micro-seals
- Cold asphalt
- Emulsion Bituminous mix
- Sealing of asphalt and concrete surfaces
- Spraying and services around asphalt applications



Situation:

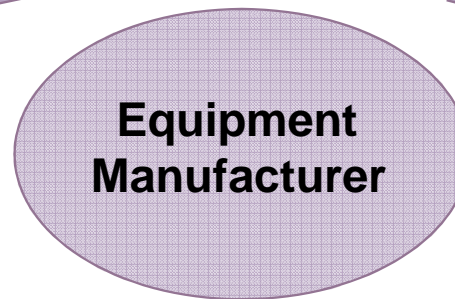
- Situated near Stuttgart, Germany
- Number of employees: 60 persons
- Present in 26 countries: 4 continents
- Turnover: 15 million euros
- Production of 150 machines / year
- Investment in development and research
5 % of the turnover / year

Strong innovation capacities

- Close proximity to operators
- Ability to listen and learn



- Ability to take risks
- Create opportunities
- Provide resources



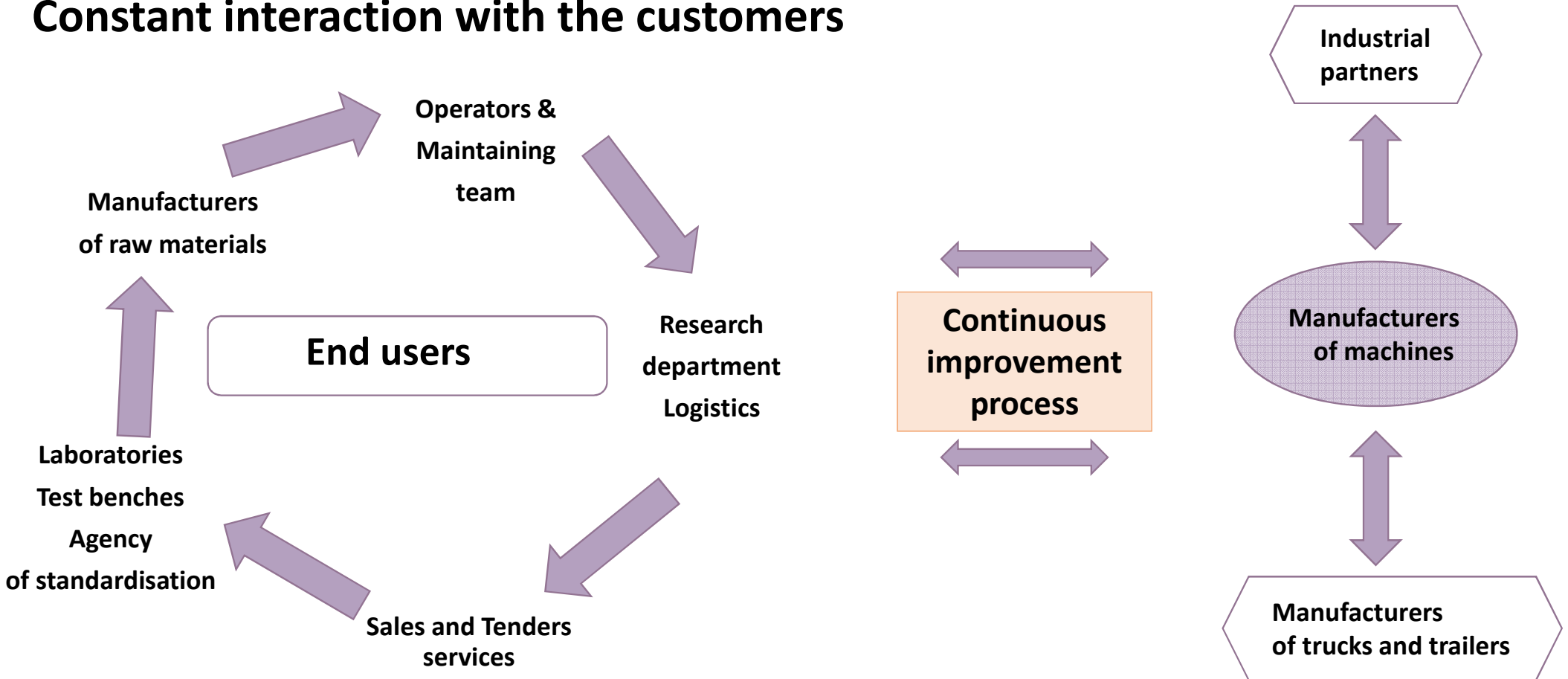
- Open-mindedness
- Optimisation



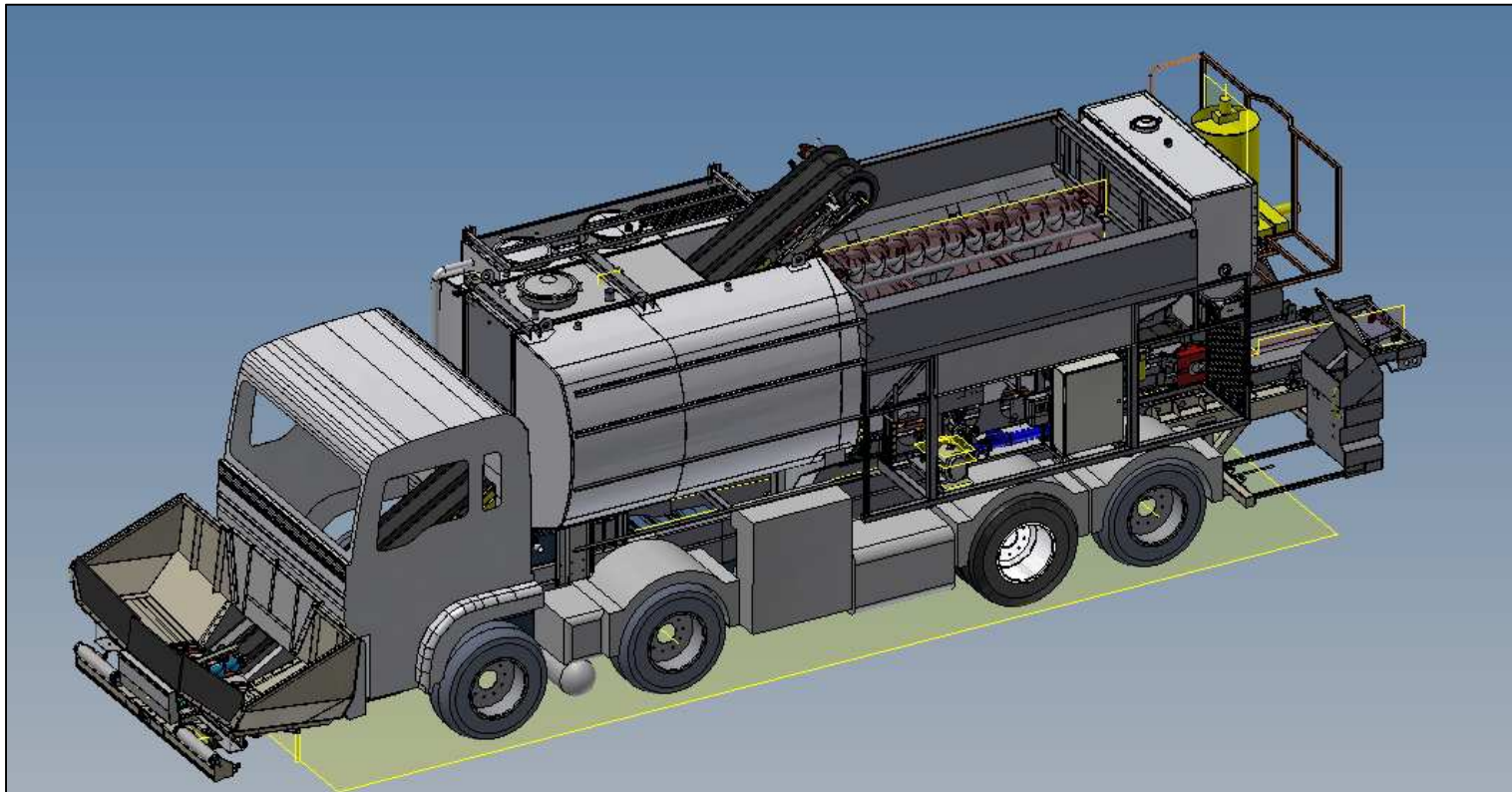
- Short reaction time
- Very flexible production systems



Constant interaction with the customers



Micro Surfacing machine Type SMSL 8000

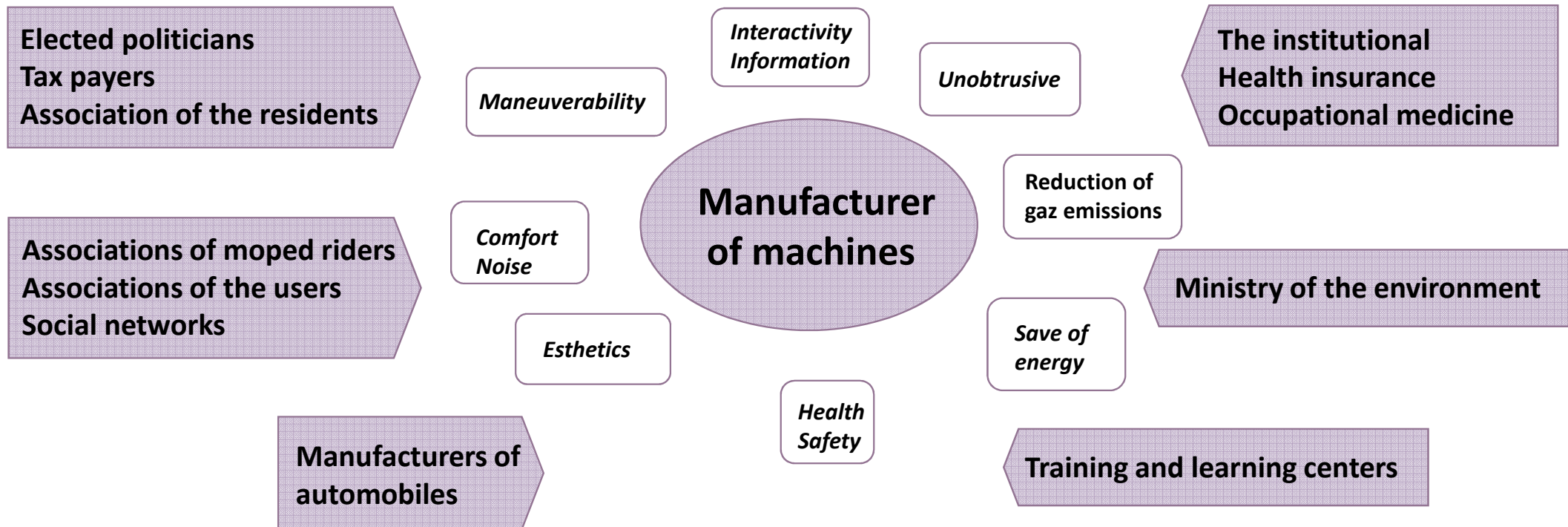


Micro Surfacing machine Type SMSL 8000

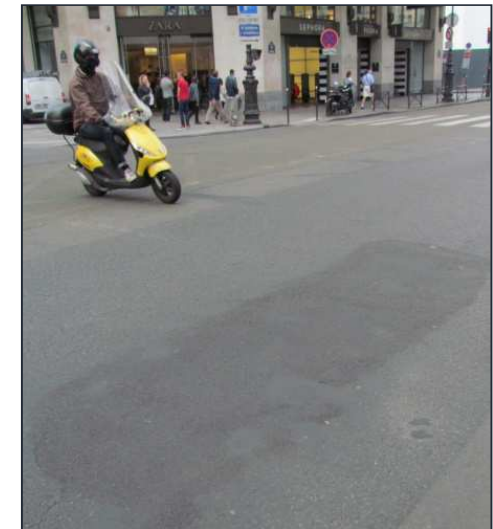


PPRS Paris 2015 – How to perform in niche markets!

Meet the new expectations of urban mobility



Paris 2014: Corrective maintenance of roads – elimination of hazards to cycles and scooters
On site production of asphalt coatings in urban areas with an minimal disruption to live traffic



Joint seals

Cracks

Edges of gutters

Potholes

Casablanca 2014: Opening, laying and closing of trenches for optical fibers in one single step!

On site production of asphalt coatings to cover mini-trenches





schäfer-technic wants to share with you:

- **its focus for energy-efficient technologies**
- **its contribution to the emergence of new performance indicators**
- **its spirit of curiosity for maintenance machines and their technological potential**
- **its knowledge being shared with all the contacts**
- **its solutions for the modernisation of local structures**

Thank you for your interest!

Merci pour votre attention!

Vielen Dank für Ihre Aufmerksamkeit!